

Message Text

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PAGE 01 STATE 114187
ORIGIN EA-12

INFO OCT-01 ISO-00 XMB-02 EB-08 COME-00 ACDA-12
CIAE-00 INR-10 NSAE-00 DODE-00 PM-05 MCE-00
TRSE-00 OMB-01 SS-15 SP-02 SSO-00 NSCE-00 INRE-00
L-03 /071 R

DRAFTED BY EA/TIMBS:ECHESKY:CCH
APPROVED BY EA/TIMBS:REFRITTS
EXIM - MR. WICKETT
EB/TCP/AVP - MR. ROBERTS (INFO)
COMMERCE - MR. HARDISTY (INFO)
EA/TIMBS - MR. BARDACH
-----021452 042228Z /61
O 042157Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY JAKARTA IMMEDIATE

C O N F I D E N T I A L STATE 114187

PASS VICE PRESIDENT'S PARTY

E.O. 11652: GDS

TAGS: OVIP (MONDALE, WALTER F.), EAIR, BEXP, ID

SUBJECT: POTENTIAL SALE OF LOCKHEED L-100'S TO GOI:
PROPOSED TALKING POINTS FOR VICE PRESIDENT (IF ASKED)

REF: A. STATE 113189 B. STATE 110200 C. JAKARTA 5498

1. EMBASSY HAS BEEN PROVIDED IN REF A WITH BACKGROUND
OF THE LOCKHEED PROPOSAL TOGETHER WITH DATA ON EXIM
BANK FINANCING. FOLLOWING ARE SUGGESTED TALKING POINTS
(ON PROPOSED IF ASKED BASIS) FOR THE VICE PRESIDENT WHICH
EMBASSY MAY TAILOR TO FIT LATEST AVAILABLE INFORMATION
THERE.

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2. TALKING POINTS

-- I AM VERY PLEASED TO HEAR THAT YOUR GOVERNMENT HAS
EXPRESSED GREAT INTEREST IN THE PURCHASE OF A SUBSTANTIAL
NUMBER OF U.S. BUILT TRANSPORT AIRPLANES TO IMPROVE YOUR
INTERNAL COMMUNICATIONS. WE UNDERSTAND THAT YOU HAVE

FAVORABLE EXPERIENCE WITH THE MILITARY VERSION OF THIS AIRCRAFT. WE BELIEVE THAT YOU WOULD PERCEIVE GREAT TECHNICAL AND ECONOMIC ADVANTAGE IN CONTINUING WITH A KNOWN,QUALITY PRODUCT.

-- THE AMERICAN COMPANY IS VERY ANXIOUS TO ATTEMPT TO MEET YOUR REQUIREMENTS ON DELIVERY AND FINANCING AND WILL SEND REPRESENTATIVES TO MEET AGAIN AS SOON AS POSSIBLE. (IT IS LEFT TO EMBASSY/TEAM DISCRETION ON WHETHER LOCKHEED SHOULD BE MENTIONED BY NAME).

-- THE U.S. EXPORT-IMPORT BANK IS SERIOUSLY INTERESTED IN FINANCING SALES OF U.S. PRODUCTS IN INDONESIA ON TERMS THAT ARE COMPETITIVE WITH OTHER EXPORT CREDIT SCHEMES. INITIAL DISCUSSIONS BETWEEN THE BANK AND THE COMPANY HAVE BEGUN, MORE DETAIL ON THE PROPOSAL ARE NOW BEING SOUGHT AND FURTHER DISCUSSIONS ARE EXPECTED SHORTLY.

3. FYI. EMB IS REMINDED OF THE CERTIFICATION OF CIVILIAN USAGE OF AIRCRAFT REQUIRED BY EXIM (REF B, PARA 3). LOCKHEED HAS BEEN REQUESTED TO SECURE GUIDANCE FROM BANK LAWYERS ON THIS MATTER SOONEST. CHRISTOPHER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: VICE PRESIDENT, SALES, VISITS, TRANSPORT AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 04 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE114187
Document Source: CORE
Document Unique ID: 00
Drafter: ECHESKY:CCH
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780191-0409
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780592/aaaadajl.tel
Line Count: 85
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 53d398a4-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 78 STATE 113189
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 30 apr 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2789257
Secure: OPEN
Status: NATIVE
Subject: POTENTIAL SALE OF LOCKHEED L-100\ S TO GOI: PROPOSED TALKING POINTS FOR VICE PRESIDENT (IF ASKED)
TAGS: OVIP, EAIR, BEXP, ID, LOCKHEED, (MONDALE, WALTER F)
To: JAKARTA
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/53d398a4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014